



# Trade World UTAH

---

June 2006

---

## **EVENT! June 15- Standards / Conformity Assessment / Product Certification and Exporting to Mexico**

The US Commercial Service in Mexico invites you to join the tenth installment of our monthly webex series. This month's topic is "Standards / Conformity Assessment / Product Certification and Exporting to Mexico". The session will take place on Thursday June 15, 2006 at 12:00 PM Eastern (11 AM Central and 9 AM Pacific).

### About the Speakers:

Louis Santamaria - Standards Attache for Mexico, Canada, Central America, Caribbean U.S. Commercial Service-Mexico City

Jennifer Stradtman Office of Standards Liaison U.S. Department of Commerce - Washington DC

Alejandra Vargas - Attorney with GEVL (Gutierrez, Elias, Vargas y Linares) and former Director for Standardization at the Mexican Standards Bureau (DGN) Mexico City

Jesus Gonzalez Commercial Specialist Mexico and Western hemisphere Standards Program U.S. Commercial Service - Mexico City

In the session we will give you an overview of the key standards / conformity assessment / product certification-related aspects of exporting to Mexico. These include: a review of U.S. Dept. Of Commerce standards programs worldwide; update on Conformity Assessment and Product Certification in Mexico: how the Commercial Service can help. U.S. Government and Mexican experts will be participating in the briefing. Our goal is to give you the key basic information regarding the standards / conformity assessment / product certification-related aspects of exporting to Mexico so that you can be more competitive in entering or increasing your presence in this dynamic and growing market.

To register please click here: [https://www.buyusa.gov/mexico/en/sharing\\_more\\_than\\_a\\_border.html](https://www.buyusa.gov/mexico/en/sharing_more_than_a_border.html)

## **EVENT! June 21- Online Presentation on Serbia & Montenegro - A Re-Emerging Market**

The U.S. Department of Commerce provides an inside look into Serbia & Montenegro – A Re-Emerging Market.

\*With a population of 8.5 million people, the country's internal market is among the largest in South East Europe.

\*In addition to the domestic market, Serbia & Montenegro is in the center of the South East Europe Free Trade Area, a market of 55 million people.

\* Serbia is the only country outside of the Commonwealth of Independent States that enjoys a Free Trade Agreement with Russia.

U.S. Commercial Service Staff at the U.S. Embassy in Belgrade will present and answer questions on selling in South East Europe and how Serbia is strategically positioned to help you enter this lucrative market.

We will also hear from one of our own success stories, Merit Solutions based in Wheaton, IL and about the Upcoming ICT Trade Mission to the Balkans. Growing export opportunities also exist for U.S. manufacturers and service providers supplying agricultural equipment, computer hardware, telecommunications, airport and ground equipment, insurance, and medical equipment.

WHEN: 11:00 am ET/8:00 AM Pacific - Wednesday, June 21, 2006; (one hour duration)

WHERE: At your own desk!

COST: FREE!!!

All you need is a computer and a high speed internet connection.

Once you register, we will send you a web link to log on.

Two simple ways to register:

1) Online at <http://www.buyusa.gov/yugoslavia/en/webinar.html2>

2) Send email to [Boris.Popovski@mail.doc.gov](mailto:Boris.Popovski@mail.doc.gov)

### **EVENT! June 22- Solid Waste Equipment and Services Opportunities in Canada**

Please join us to find out how your company can take advantage of current and upcoming opportunities in the Canadian municipal solid waste equipment market, valued at over US \$1billion annually. Many municipalities in Canada are facing important decisions related to the management of their solid waste - decisions that will ultimately reflect changing policies on diversion and the many options now available to deal with waste in their communities.

Our webinar (Webex) technology will allow you to take part in this interactive forum from your location, using the Internet. June 22, 2006 from 11:00 AM- 12:00 PM (MST)

Presenters:

Richard Vinson, National Sector Coordinator, Environmental Industries, US Commercial Service

John Nicholson, President, Environmental Business Consultants, Toronto, Ontario

Lawson Oates, Manager of Strategic Planning, Solid Waste Services, City of Toronto

As a participant in this webinar, you will learn more about:

- \*Major market trends from across Canada

- \*Highlights from each province and region

- \*Focus on the southern Ontario market

- \*Methods to enter and expand in the market

- \*Canadian Solid Waste & Recycling Expo, Nov. 26-26, 2006

- \*PLUS! All participants will receive a complementary copy of our 2006 report on the municipal solid waste market in Canada.

REGISTRATION FEE: ONLY US\$50 PER PARTICIPANT

Once received, you will be contacted for payment - credit card is preferred.

Log-On details will be sent by e-mail once payment is confirmed.

For program and registration information contact [Richard.Vinson@mail.doc.gov](mailto:Richard.Vinson@mail.doc.gov) or by phone at (902) 429-2482 x102.

### **EVENT! June 22- Doing Business in China**

When: June 22, 2006 from 11:30 – 1:00 p.m.

Where: Parr Waddoups Brown Gee & Loveless, 185 S. State Street, Salt Lake City, UT  
Cost: \$15 covers lunch and materials (check payable to Parr Waddoups in advance)  
Register: Space is limited. Please contact Deb Kirby by June 19 to register. Call (801) 532-7965 or email to [debk@pwlaw.com](mailto:debk@pwlaw.com)

Topics:

Damian Smith, Parr Waddoups Brown Gee & Loveless:

- \* Determining the legal structure of your China related business
- \* Operating in a new legal context
- \* Protecting your intellectual property

Scott S. Powell, Ph.D. and David W. Parker, OneAccord Corporation:

- \* Understanding the unique market constraints and factors
- \* Putting together Vendor, Distribution and Partner networks
- \* Connecting resources

**EVENT! June 23- World Trade Association of Utah Annual Golf Tournament**

Date: June 23, 2006

Place: GLADSTAN GOLF COURSE

Time: 7:30 a.m. check-in, 8:00 a.m. shotgun start, Lunch at 12:00 noon (Memorial Park)

Cost(Includes Lunch): \$60.00 per person or \$240.00 per foursome/Lunch only: \$20.00 per person

Funds raised from this tournament will help award scholarships for international students at local universities and colleges

Bring your payment with you to the tournament or send to the address listed below.

Make checks payable to: WORLD TRADE ASSOCIATION OF UTAH

RSVP before June 16th, 2006 to Lisa Cox: [lisa@freightlink.net](mailto:lisa@freightlink.net), Phone: (801) 264-9130 Fax: (801) 264-9131 4444 South 700 East Suite 102, Salt Lake City Utah 84107

**EVENT! July 11- Selling Medical Equipment to Brazil**

This webinar will provide answers to these questions by providing a highly focused, interactive seminar in a "virtual classroom" setting that covers distribution, marketing, and regulatory issues related to selling medical equipment in Brazil, including: a market overview, best prospects, comprehensive review of the regulatory approval process, U.S. company sharing best practices, and, an electronically delivered resource guide that will supplement the information presented during the webinar. The registration fee to participate in this valuable webinar is only \$75. To register, go to [http://www.buyusa.gov/arizona/selling\\_medical\\_equipment.html](http://www.buyusa.gov/arizona/selling_medical_equipment.html).

**Missed Our Previous Webinars? You Can Now Watch Them at Your Convenience!**

The U.S. Commercial Service (CS) webinars and video market briefs will take you away to Vietnam, China, India and other markets – to evaluate how your company can generate new sales. The U.S. Commercial Service of the Department of Commerce, in cooperation with National Association of Manufacturers, created a Webinar series to introduce profitable new markets to small and medium sized businesses. These webinars include: Selling to Vietnam – 25 Hot Manufacturing Sectors, Capitalizing on

CAFTA-DR, South Africa – Alive with Opportunities, Opportunities in China, and Opening Markets in India are now archived and can be found on our website, <http://www.export.gov10>. In addition, the following videos are archived online: Israel, Russia's Regions, South Africa, China, Chile Free Trade Agreement, Singapore Free Trade Agreement and others. All future webinars will be archived at this site as well. To watch them at your convenience at your office or from the comfort of your home, go to: <http://www.globalspeak.com/html/export-gov/webcasts.asp>.

### **U.S. and Vietnam Sign Bilateral Market Access Agreement**

Recently the United States and Vietnam have reached an agreement in principle on a bilateral market access agreement that will lower trade barriers to a wide range of U.S. industrial and agricultural products and services and help clear the way for Vietnam's accession to the World Trade Organization (WTO). U.S. Commerce Secretary Carlos M. Gutierrez welcomed the announcement. "The agreement is an important step forward in Vietnam's WTO accession process and moves Vietnam a step closer to full integration into the world economy," said Gutierrez. "U.S. exporters will see new market access opportunities in Vietnam's fast-growing market." The bilateral agreement, which will be implemented upon Vietnam's accession, will reduce tariffs to 15 percent or less on nearly 94 percent of industrial and consumer goods. In addition, tariffs will be reduced to 5 percent or less in several key sectors, including construction equipment and pharmaceuticals. The tariff on aircraft will be at zero upon implementation. For additional information, go to: [http://trade.gov/press/press\\_releases/2006/vietnam\\_053106.asp](http://trade.gov/press/press_releases/2006/vietnam_053106.asp)

### **Good Morning Vietnam! 3 EZ Steps Toward Export Success into Vietnam**

Vietnam is one of the most dynamic markets in the world. Ho Chi Minh City, Hanoi, and Danang are burgeoning into cosmopolitan cities that are bustling with small businesses and tourists. Continuing economic development will increase the demand for American goods and services, making Vietnam an ideal environment for U.S. exporters and investors. Most importantly, exporting to Vietnam is not as difficult as one would think! The U.S. Commercial Service Vietnam offers an "E-Counseling" Suite in 3 EZ Steps. These communication technologies allow U.S. companies to discuss business prospects live with our Commercial Specialists in Hanoi and Ho Chi Minh City. The suite includes email (with PDF attachments), Voice over Internet Protocol, and Webconferences at a moderate cost. Commercial specialists in Vietnam are ready to answer specific questions about market opportunities and help you bring your business plans to fruition. For more details how to take advantage of the 3 EZ Steps, please visit: <http://www.buyusa.gov/vietnam>.

### **RoHS Directive Goes into Effect July 2006**

Are you prepared for the Restriction of Use of Certain Hazardous Substances (RoHS) Directive, which goes into effect July 2006? Since August 2005, companies selling a broad range of electrical goods in Europe were required to conform to the Waste Electrical and Electronic Equipment Directive (WEEE), and as of July 2006, those same companies will also need to conform to RoHS Directive. For additional information on the status of implementation, the coverage of the Directives, producer requirements, and additional resources, please go to: <http://www.buyusa.gov/europeanunion/weee.html>. For questions and answers about WEEE or RoHS, please see our Frequently Asked Questions Guides at: [http://www.buyusa.gov/europeanunion/commerce\\_docs.html](http://www.buyusa.gov/europeanunion/commerce_docs.html)

### **Update on AES – The Department of Homeland Security Delays Rule Requiring Automated Filing of Shippers Export Declaration Data**

The publication date for the full mandatory filing of export information in AES is unclear at this time due to 2 comments raised by the Department of Homeland Security/Customs and Border Protection. The comments are related to grandfathering in current, approved USPPs under the Postdeparture Program (Option 4) and the sharing of confidential export information from AES with foreign governments. For additional information, go to: <http://www.census.gov/foreign-trade/aes/aesnewsletter042006.pdf>

### **Important Reminder – Wood Packaging Materials**

On July 5, 2006, the U.S. Department of Agriculture's Animal and Plant Health Inspection Service (APHIS) and the Department of Homeland Security's Customs and Border Protection (CBP) will require the immediate re-exportation of any ISPM-15 marked or unmarked wood packaging material (WPM) that is found to be infested with a live wood boring pest of the families Cerambycidae (longhorned beetle), Buprestidae (woodboring beetles), Siricidae (woodwasps), Cossidae (carpenter moth), Curculionidae (weevils), Platypodidae (ambrosia beetles), Sesiidae (clearwing moths) and Scolytidae (bark beetles). Plant pests that attack live trees prior to being manufactured into WPM will not survive the treatments prescribed in the regulation. If a wood boring pest is found in marked WPM, it confirms that the WPM has not been treated and marked in accordance with the regulation and will be re-exported. The importer will be responsible for any costs or charges associated with the re-exportation. This policy is an explanation of the existing regulations and is consistent with the intent of the rule and the Plant Protection Act. For more information on requirements for wood packaging materials, go to: [http://www.aphis.usda.gov/newsroom/hot\\_issues/wood\\_packing.shtml](http://www.aphis.usda.gov/newsroom/hot_issues/wood_packing.shtml)

### **U.S.-China Joint Commission on Commerce and Trade (JCCT)**

The 17th plenary session of the U.S.-China Joint Commission on Commerce and Trade (JCCT) took place in Washington, DC on April 11, 2006. To view the outcome on key issues on increasing U.S. access to the Chinese market, please go to: [http://www.export.gov/china/policyadd/2006\\_JCCT\\_outcomes.asp](http://www.export.gov/china/policyadd/2006_JCCT_outcomes.asp)